



STATE OF WASHINGTON

WASHINGTON STATE LIQUOR CONTROL BOARD

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March 27, 1996

TO: The Board

FROM: The Merchandise Committee

SUBJECT: Changes in Wine Program

As per Board direction, a lengthy review of the wine sales in the Board's liquor stores and agencies has been completed. This information was gathered through surveys of the retail outlets, the various committees of store personnel, office staff, the Wine Advisory Committee, and the historical data that the Board maintains. The conclusion drawn by all parties involved was the same: Increase our service to the public and improve our position in the wine business.

The Merchandise Committee has compiled all of the data and information and prepared it in the form of a Wine Study for Board use. Many of the changes can be implemented in the normal course of events, but the following proposals require specific Board action:

1. Reallocation of funds from one Store District Manager position to fund the assignment of one person full time as Advisor to the Wine Program from purchase to retail sale.
2. Establish new mark-up levels on wine effective May 1, 1996.
 - a) 35% over standard cost on items purchased direct from the manufacturer.
 - b) 25% to 35% over standard cost (Purchasing discretion) on items purchased from Washington-licensed wine importers or wholesalers.
 - c) Continue 10% case discount.
 - d) Price to the penny, but give Purchasing flexibility to reflect market sensitivity.

Approved: ☒ Yes ☐ NoDate: 3/27/96

Nathan S. Ford, Jr., Chairman

Jack Rabourn, Board Member

Mary McKnew, Board Member

Original - Hoing
c Merchandise Committee
Board Minutes
3/27/96 Board

N. Lorraine

Resp to Costco RFP
1993

PLAINTIFF'S
EXHIBITCASE
NO. CV04-0360PEXHIBIT
NO. 142